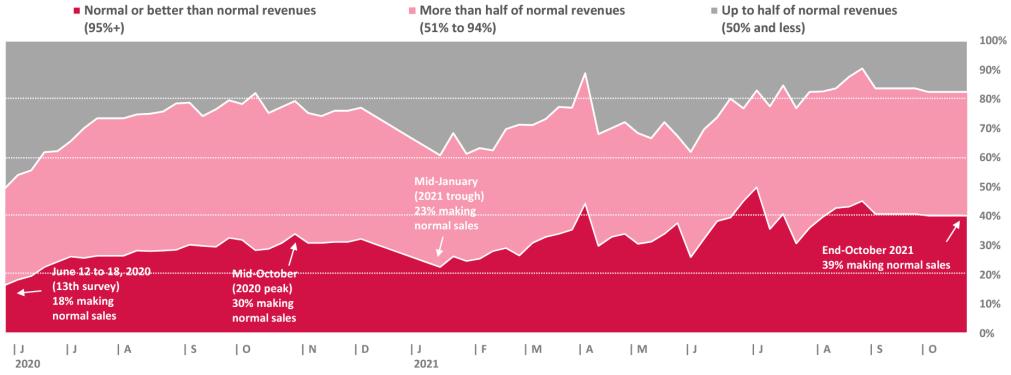
# Industry Trends, Growth Opportunities and Barriers to Full Recovery

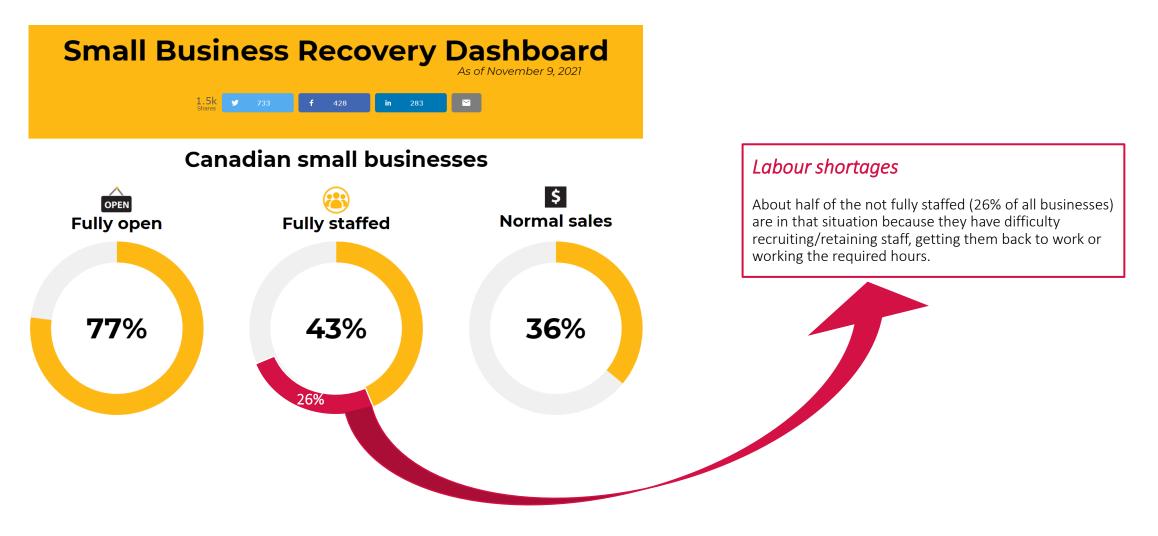
Ottawa Economics Association Webinar, November 16, 2021 Simon Gaudreault, vice-president of national research, CFIB

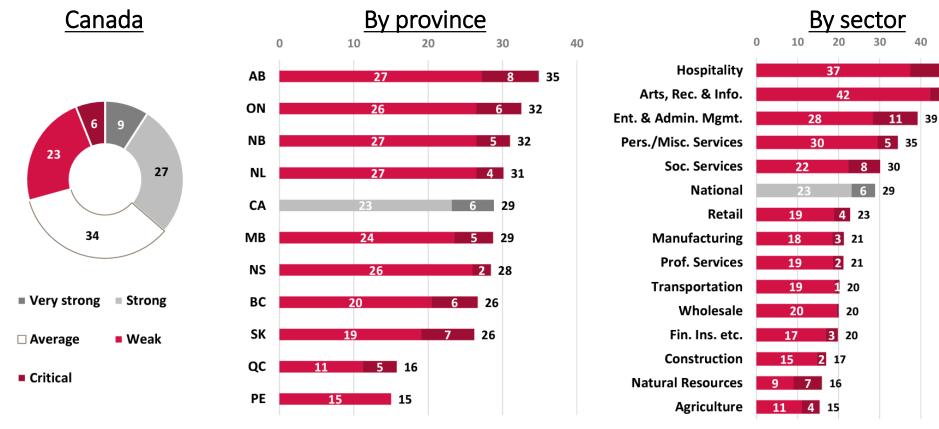
### Canadian businesses, by revenue status



Source: CFIB, COVID-19 and Your Voice surveys – April 2020 to October 2021.

Over 6 out of 10 businesses are still not back to making normal revenues.





#### **Overall business health\***

Source: CFIB, Your Voice – October 2021 survey, October 14-27, 2021, final results, n = 4,109.

\*Note: full question was 'How would you describe the overall health of your business right now (including cash flow and financial health, employee/customer satisfaction, systems and processes, etc.)?'

#### Sector optimism: CFIB Business Barometer ©

|            |   | Next 3 months    |  |              |                 | Next 12 mont |     |            |      |
|------------|---|------------------|--|--------------|-----------------|--------------|-----|------------|------|
| m/m % var. |   | Short-term Index |  |              | Long-term Index |              | ex  | m/m % var. |      |
| -0.9       | 3 | 54.6             |  | Health       |                 | 7            | 0.5 | 2          | -1.0 |
| 11.1       | 7 | 54.2             |  | Prof. serv.  |                 | 6            | 8.3 | 7          | 5.3  |
| -6.9       | 4 | 53.1             |  | Fin., insur. |                 | 6            | 8.5 | 2          | -3.8 |
| -5.2       | 2 | 52.1             |  | Manuf.       |                 | 64           | 4.9 | 2          | -3.4 |
| -3.7       | 2 | 51.5             |  | Nat res.     |                 | 6            | 9.1 | 7          | 4.6  |
| -1.1       | 2 | 50.0             |  | Transp.      |                 | 54           | 4.6 | 2          | -6.7 |
| -1.1       | 2 | 48.5             |  | Wholes.      |                 | 6            | 3.4 | 2          | -2.2 |
| 1.1        | 7 | 46.7             |  | Info., recr. |                 | 7            | 1.6 | 2          | -2.9 |
| -5.2       | 2 | 46.2             |  | Pers. serv.  |                 | 6            | 0.8 | 2          | -2.2 |
| -0.6       | 2 | 46.1             |  | Retail       |                 | 5            | 9.3 | 7          | 6.2  |
| -10.5      | 2 | 43.0             |  | Agric.       |                 | 5            | 0.8 | 2          | -5.5 |
| -2.1       | 2 | 42.5             |  | Constr.      |                 | 5            | 5.0 | 2          | -4.9 |
| -8.2       | 2 | 40.6             |  | Hospit.      |                 | 5            | 9.7 | 3          | -6.1 |

Source: CFIB, Business Barometer©, October findings are based on 841 responses from a stratified random sample of CFIB members, to a controlled-access web survey. Data reflect responses received from October 4 to 18. Findings are statistically accurate to +/- 3.4 per cent 19 times in 20.

\*Note: Sector sub-indexes, with the exception of Retail, are calculated as 2, 3 or 4-data pts moving averages.

#### More data and analysis at cfib.ca/barometer

#### **Top concerns heading into the fall**

|                                  | #1   | #2                             | #3   |  |  |
|----------------------------------|--|--------------------------------|--|--|--|
| CANADA                           | ↑ cost of doing business (74%)                     | Supply chain challenges (63%)  | Labour shortages (54%)   |  |  |
| Agriculture                      | ↑ cost of doing business (75%)                     | Supply chain challenges (71%)  | Social polarization/divisions (56%)<br>Inflation (56%)                       |  |  |
| Natural Resources                | Labour shortages (58%)                             | ↑ cost of doing business (56%) | Supply chain challenges (49%)  |  |  |
| Construction                     | Supply chain challenges (79%)                      | ↑ cost of doing business (76%) | Labour shortages (67%)   |  |  |
| Manufacturing                    | ↑ cost of doing business (82%)                     | Supply chain challenges (77%)  | Labour shortages (61%)   |  |  |
| Wholesale                        | Supply chain challenges (84%)                      | ↑ cost of doing business (71%) | Inflation (57%)  |  |  |
| Retail                           | Supply chain challenges (77%)                      | ↑ cost of doing business (75%) | Inflation (55%)  |  |  |
| Transportation                   | ↑ cost of doing business (76%)                     | Labour shortages (68%)         | Inflation (61%)  |  |  |
| Arts, Recreation and Information | Winding down relief while cont. restrictions (65%) | ↑ cost of doing business (64%) | Future lockdowns/restrictions (61%)  |  |  |
| Finance, Insurance, Real Estate  | ↑ cost of doing business (64%)                     | Inflation (55%)                | Labour shortages (48%)<br>Medium-term health of economy (48%)                |  |  |
| Professional Services            | ↑ cost of doing business (61%)                     | Inflation (48%)                | Future lockdowns/restrictions (41%)  |  |  |
| Enterprises and Admin. Mgmt.     | ↑ cost of doing business (77%)                     | Labour shortages (59%)         | Inflation (47%)  |  |  |
| Social Services                  | ↑ cost of doing business (62%)                     | Labour shortages (49%)         | Future lockdowns/restrictions (48%)<br>Personal physical/mental health (48%) |  |  |
| Hospitality                      | ↑ cost of doing business (84%)                     | Labour shortages (73%)         | Winding down relief while cont. restrictions (67%)                           |  |  |
| Personal, Misc. Services         | ↑ cost of doing business (74%)                     | Supply chain challenges (63%)  | Inflation (54%)  |  |  |

Source: CFIB, Your Voice – October 2021 survey, October 14-27, 2021, final results, n = 4,084.

\*Note: Respondents were allowed to select more than one answer choice. Percentages will not add to 100%.